

A CAHNIERS PUBLICATION

DATAMATION

FOR EDITORS, MANAGERS, PROFESSIONALS WORLDWIDE

Gerald D. Cohen (right), president,
John Senor (left), EDA/SQL director,
Information Builders Inc.,
with an EDA/SQL database model

NOVEMBER 1, 1991

Universal Database Access! *page 30*

*Make Way For
Modular PCs* *page 43*

Diskless Workstations
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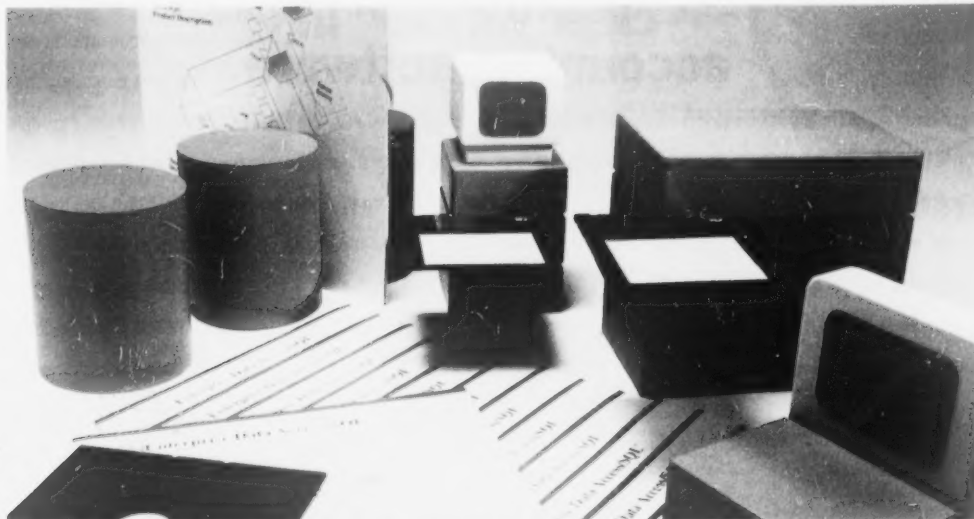
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VOLUME 37
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Essentially, EDA/SQL is a set of five basic software building blocks: API/SQL, EDA/SQL Extenders, EDA/SQL Server, EDA/Data Drivers and EDA/Link.

COVER STORY

CONNECTIVITY

Universal Database Access!

30

BY MIKE RICCIUTI Information Builders's new Enterprise Data Access product lets you find, retrieve, join and update data on any database—DB2, Oracle, Rdb, dBase, even MUMPS—located on any hardware platform.

Cover photography by Kenneth Collins

PCs & WORKSTATIONS

UPGRADE OPTIONS

Make Way For Modular PCs 43

BY BOB FRANCIS As budget-minded PC managers try to squeeze the most from their PC dollars, vendors are scrambling to deliver a variety of upgradable products. But everyone may not need a modular PC.

PRODUCT GUIDE

FEATURE

A Database Publishing Recipe 83

BY SARAH H. LINDSEY Ventura Database Publisher provides a way to pull information from your database into your desktop-publishing software.

Ventura's Kennedy cooks up a way to automate the publishing process.



FEATURES

PCs & WORKSTATIONS

DISKLESS WORKSTATIONS

Diskless Workstations Slim Down 48

BY RICK COOK The still-sleepy diskless workstation market is trying to wake itself up with compact new models that leave more space on the desktop. But users may still not want them—no matter what the size.

NETWORKS

WIDE AREA

Frame Relay Goes Public 53

BY NANCY KORPI AND STEVEN TAYLOR If increasing LAN traffic and other high-bandwidth applications are straining your wide-area network, public frame-relay services offer a cost-effective boost.

APPLETALK

AppleTalk Due For Routing Relief 58

BY SHARON FISHER Extensive internetworking of AppleTalk is hampered by a routing protocol that generates too much overhead. Apple is moving toward a leaner, meaner routing scheme.

SOFTWARE

TRANSACTION PROCESSING

IBM Puts New Muscle Into CICS 62

BY JEFF MOAD Still waiting for IBM to get its CICS together? The new enhancements to version 3 of the Customer Information Control System transaction processor for ESA is a big jump in the right direction.



Candle's Hunt is encouraged by IBM's commitment.

SYSTEMS

DATA CENTERS

Clients, Servers And The Glass House 72

BY DWIGHT B. DAVIS What more unlikely candidate for consolidating servers in a glass house might there be than Microsoft Corp.? And yet the PC software leader is doing just that.

INTERNATIONAL

Special supplement, not available in all issue, 80-1



The world's leading producer of personal computer software operates a glass house IS shop with a \$60 million yearly budget, page 72



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NEW PRODUCTS

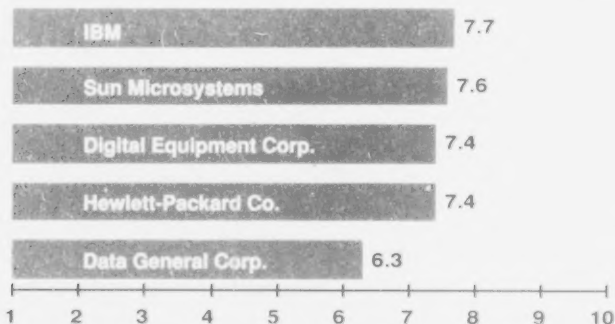
A SELECTION OF RECENT INTRODUCTIONS



Corporate Satisfaction Scorecard: RISC Workstations

DATAMATION surveyed IS managers who have purchased RISC workstations to determine their level of satisfaction.

(1=Not Satisfied, 10=Most Satisfied)



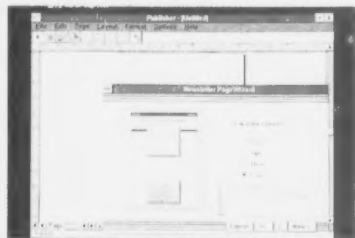
Source: DATAMATION, June 1991

► SOFTWARE

Publisher For Windows

If PageMaker or Ventura Publisher just aren't for you, there's a new desktop-publishing package on the market.

Microsoft Publisher runs under Windows 3.0 and is designed for those who have little or no experience with computers or graphic design. A feature called PageWizards is meant to automate the design process; users select options from a menu, and the software constructs the design. PageWizards walks the users through the creation of 12 different



MICROSOFT PUBLISHER provides design tips, describing the strengths and weaknesses of a user's layout

types of document, including newsletters, invoices and expense reports.

Microsoft Publisher includes a built-in word processor text, and it can import text from most popular word processors, including Microsoft Word, Microsoft Works, WordPerfect and WordStar. Microsoft Publisher uses the standard Windows fonts and includes a library of more than 100 clip art images. The \$199 package requires Windows, DOS 3.1 or later, EGA graphics and 1 megabyte of random access memory, although Microsoft recommends 2MB. MICROSOFT CORP., Redmond, Wash.

Circle 525

Memory Management

Memory may be cheap these days, but RAM cram hasn't gone away. Quarterdeck Office Systems Inc. has enhanced its QEMM-386 memory management and processor control system to ensure that every bit of memory is put to good use.

QEMM-386 6.0 allows user-configured management of all of a PC's memory: conventional, expanded, extended and high. The software automatically configures

memory and loads terminate-and-stay-resident (TSR) programs and device drivers in high memory. It supports the suspend and resume feature used on laptops and has read only memory (ROM) detection and utilization capabilities that can free up to 115 kilobytes of high memory. It can also squeeze out 8 to 24KB more memory for people who use Windows 3.0 in enhanced mode. QEMM-386 retails for \$99.95. QUARTERDECK OFFICE SYSTEMS INC., Santa Monica, Calif.

Circle 526

Virus Protection For The Network

IS managers who are worried their PCs might catch a virus might consider looking at Central Point Software Inc.'s Anti-Virus 1.1. The enhanced software now recognizes more viruses, requires less memory and provides greater network support than its previous incarnation.

Among the 200 new viruses that Anti-Virus detects are the Tequila, Michelangelo and Diamond viruses. Version 1.1 also supports expanded and extended memory, reducing the amount of conventional memory required by the optional memory-resident virus detection programs vSAFE and vWATCH. Version 1.1 can be configured to alert the LAN administrator when it detects a virus on a networked PC.

Anti-Virus lists for \$129. A single update is \$20, and IS managers who are especially nervous about new viruses can sign up for Central Point's new \$59 Virus Protection Subscription Plan, which provides quarterly releases of the software. CENTRAL POINT SOFTWARE INC., Beaverton, Ore.

Circle 527

► PCs & WORKSTATIONS

The Future Is Here

The Future notebook computer from ISE Electronics Inc. uses data compression technology to provide 120 mega-

MARKET INSIGHTS

AN ANALYSIS OF ECONOMIC TRENDS

Global Upheaval Stalled Recovery

BY MADFELINE FRANCHI

Cahners Economics

Ask an economist what the future holds, and she may answer like this: "All things held constant, I expect the economy next year to be..." and then go on with her forecast. Last year, when we predicted that a modest increase was coming for the information technology industry this year, that's what we were expecting—that excluding economic factors most other things would be constant.

But *constant* is not a word that could easily be applied to the past 12 months. The breakup of the East Bloc of the Soviet empire, the Gulf War and now the breakup of the Soviet Union itself have all contributed to creating a high level of uncertainty in the international economy. As a result, the economic turnaround we had forecast for mid-1991 stalled, and it continues to stall. Unsold inventories of computer manufacturers are rising and hours worked by computer industry employees are down.

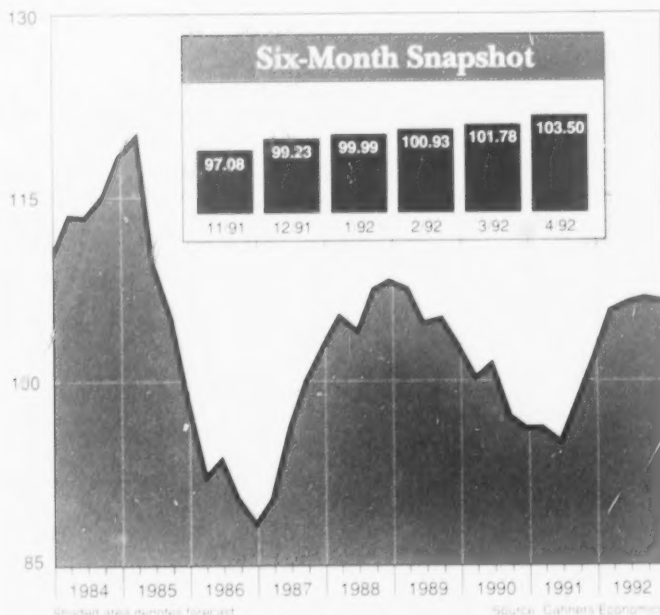
More surprising, purchases of communications equipment, which have normally bucked any downward trends in the IT industry, fell during the second quarter of 1991, 1% lower than in the first quarter.

As a result, our Information Systems Performance Indicator dropped sharply during the second quarter after rising from what we thought was a low point in the first three months of the year. The ISPI continued to decline through the summer, too. That means it won't cross the growth-signaling 100 mark until late in the first quarter of next year. We expect capital spending on IS and related equipment to finally show some strength next year, up by some 11% once the growth pattern gets more firmly established. □

For more information on Cahners Economics's forecasting services, including seminars, newsletters and database diskettes, call Dan Buchan at (617) 630-2105, send him a fax at (617) 630-2100 or write to him at Cahners Economics, 275 Washington Street, Newton, MA 02158.

The IS Performance Indicator

The ISPI has fallen even further than expected



	July 1991	June 1991	% Change 7/91-6/91	July 1990	% Change 1990-1991
■ Information-Processing Equipment					
Shipments, SA \$ bil.	184	184	0	188	3%
New Orders, SA \$ bil.	180	183	2	187	5%
Unfilled Orders, SA \$ bil.	120	124	3	126	4%
Inventory, SA \$ bil.	100	102	2	104	4%
■ Computer Production Workers					
Employment, NSA thousands	244	245	0	243	1%
Average Weekly Hours, monthly avg.	39.8	40.0	0.2	40.1	0%
■ Stock Index					
S&P's Composite Index (1984=100)	345	343	-1	338	2%
■ Contracts & Orders					
New Plant & Equipment, SA \$ bil.	17	16	-6	17	1%

SA: seasonally adjusted

NSA: not seasonally adjusted

Source: Cahners Economics
www.cahners.com

MARKET INSIGHTS

A SURVEY OF TECHNOLOGY TRENDS

Who's Ready When Disaster Strikes?

BY WARREN CHILDS
Business Research Group

These days, most IS managers stick with the Boy Scout motto, "Be Prepared," when it comes to planning for events that could disable their information systems. Virtually all businesses rely on information systems to perform critical business functions. Because of this, IS managers spend a lot of time and money putting disaster recovery plans into place.

In the most recent survey of DATAMATION's Technology Panel, more than 90% of respondents indicate that their site has a disaster recovery plan. Of that group, 86% say they have a formal document. But only 56% feel they are adequately protected against disasters.

Disasters can have many causes. Weather problems like hurricanes, tornadoes, floods and lightning, in addition to causing physical damage to systems, cause power outages and can prevent personnel from accessing facilities. Equipment failures such as disk crashes are common, and communications fail-

ures caused by work crews cutting lines can completely disable remote sites.

In many cases, IS organizations are required by government regulations, company auditors or insurance companies to have a formal disaster recovery plan. Disaster recovery plans may be as simple as having formal procedures for whom to notify in the case of problems, implementing and maintaining an uninterruptible power supply or keeping daily backup tapes stored at an off site facility.

Many larger companies, however, use a disaster recovery service that can main-

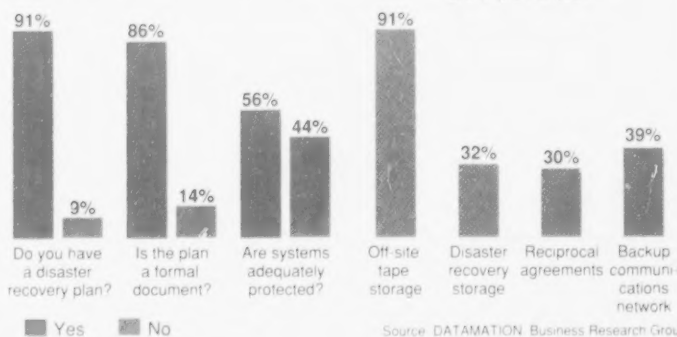
tain remote "hot sites." These hot sites contain computer facilities in which businesses visited by disaster can set up their backup tapes and run their business functions. Among the leading vendors of disaster recovery services are Comdisco Inc., IBM Disaster Recovery Services and SunGard Data Systems Inc.

For more information, call Nancy Finn at (617)-964-6204, send her a fax at (617)-558-4402 or write to her at the Business Research Group, 275 Washington Street, Newton, MA 02158.

Thinking The Unthinkable

The importance of disaster recovery

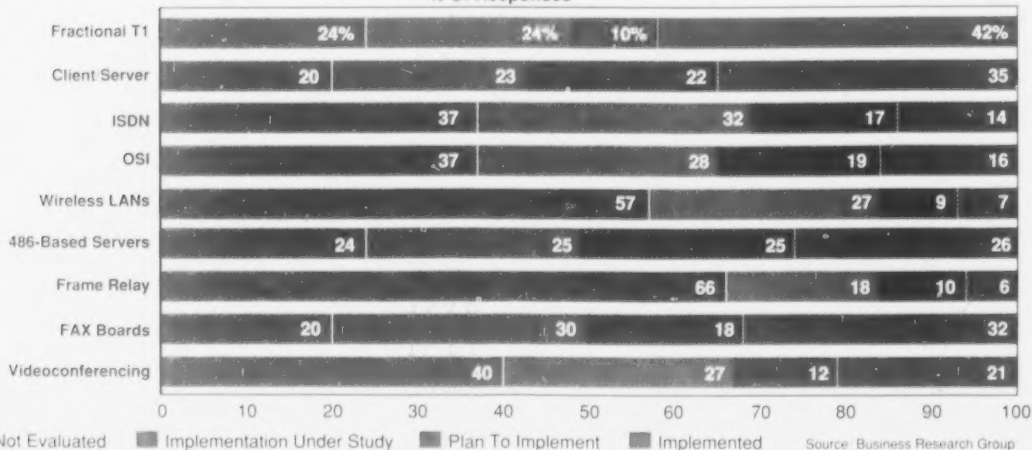
What disaster recovery steps are implemented?



DATAMATION's Technology Implementation Index: Networks/Communications

DATAMATION each month surveys a select group of its readers—the DATAMATION Technology Panel—to investigate the implementation of new technologies by key user organizations.

% Of Responses



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